

# Unlock Profits with Microsoft Co-sell Made Simple



## Maximize

Be the Titan Among  
Partners

Why just be a partner when you can have more? Stand head and shoulders above 400,000 Microsoft partners. Carve's service offerings allow you to be more than just Top Tier; be the best of the best.



## Elevate

Amplify Your Brand Equity  
Within Microsoft

In the Microsoft ecosystem, your brand's reputation is your most valuable asset. Utilize Carve's established Microsoft relationships to elevate your brand's standing and outpace competitors.



## Accelerate

Fast-Track Your Co-Sell  
Impact

Carve's expertise allows you to intensify engagement with Microsoft. The result? Elevated access, shortened sales cycles, and a higher win rate, positioning you as a go-to partner.

## The Carve Advantage

At Carve Partners, we're your Co-Sell Sherpa, steering you through Microsoft's intricate but rewarding landscape. We specialize in one thing: making you more money through smart partnerships with Microsoft.

We've spent nearly 10 years figuring out the ins and outs of Microsoft's world, so you don't have to. We'll make your brand shine, ramp up your sales, and get Microsoft investing more in you. We simplify the messy bits of co-selling and cut down the time you spend managing your Microsoft relationship.

Long story short, **we help you turn your partnership with Microsoft into a money-making machine.**

## Expect Excellence with Carve

When you work with Carve, you get access to our team of specialists that are plugged into the Microsoft Co-sell program at many different levels.



Your support team includes:

Co-Sell  
Specialist  
(*main point  
of contact*)

Behind the  
Scenes Data +  
CRM  
Specialist

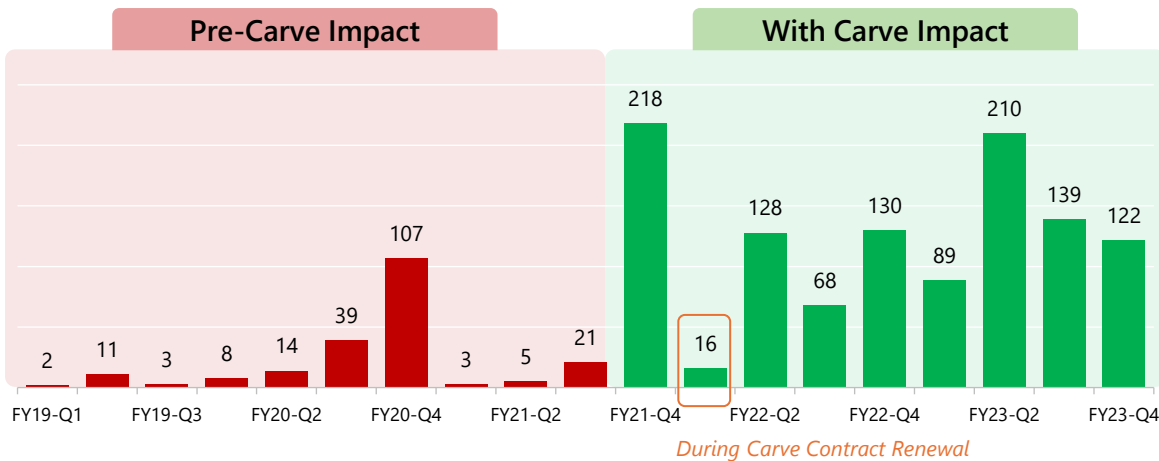
Dedicated  
Customer  
Success  
Manager

Reporting,  
Training, &  
Tools  
Specialists

# Managed Co-sell Operations

A tailored approach to reduce your Co-sell operational tax

## Real success story: # of Cosell Wins (Impact Shown) to MSFT



We helped this partner\* achieve **430%** co-sell growth quarter-over-quarter, compared to the previous nine quarters without Carve.

*\*partner preferred to remain anonymous*

Carve guides you through every step of the journey.



### Align your Data to Microsoft Needs

First thing's first: data! Carve's CRM and data experts review your MSFT pipeline data to ensure a seamless process. This isn't just about gathering data; it's about getting the right data at the right time, putting money back in your pocket. We also set up your reporting cadence, so you're always informed.

### End-to-End Partner Center Referral Mgmt

Partner Center puts the "tax" in our slogan of "Tax-Free Co-sell." We've tweaked and polished every interaction to become as efficient and effective as possible. From sharing deals and updating pipelines to inputting marketing codes that keep Microsoft's investment coming, we've got it handled for you.



### Pipeline & Wins Detailed Impact Reporting

Everyone loves this part! Carve was built on the ability to make complex data easy to understand. You set the tempo; we provide the insights. We'll give you the lowdown on your performance at a frequency that works for you. Trust us, our reports are so on point, even your PDM will ditch theirs in favor of ours.

Ready to transform the way you co-sell? Let's talk.

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**Money Back Guarantee!**  
If you're not satisfied in 30 days